



INSIDE REGION II

Winter 2005

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William Manger, Jr., Regional Administrator
Region 2
New York, New Jersey, Puerto Rico
and the U.S. Virgin Islands

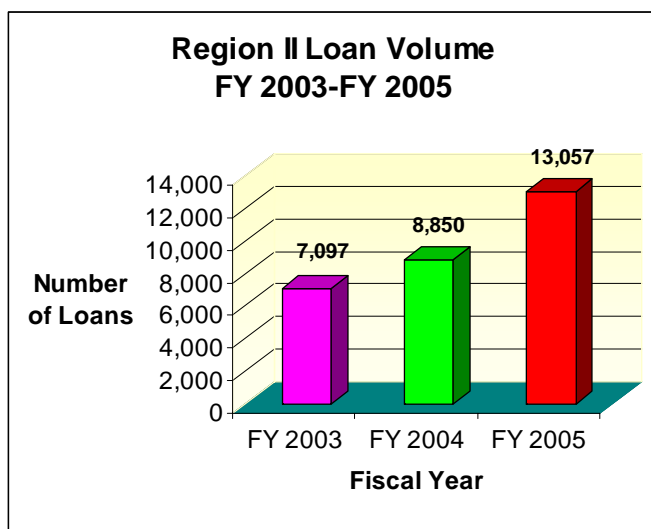


News from Region II

Region II Sets New Loan Record in FY 05

Region II set a new lending record in fiscal year 2005 (ended September 30th) as more than 13,000 small businesses turned to the SBA for small business financing. "Small business owners are turning to the SBA in record numbers to finance the development and growth of their businesses," said Regional Administrator William Manger.

Last fiscal year, 13,057 loans for \$1.9 billion were made to small businesses in New York State, New Jersey, Puerto Rico and the U.S. Virgin Islands, representing a 47.5 percent increase in loan numbers and a 26.5 percent increase in loan dollars over fiscal year 2004.



Region II also recorded its highest number of loans ever to minorities. Lending to African-Americans increased 48 percent, loans to Asian-Americans increased 37 percent, loans to Hispanic-Americans increased 25 percent and

loans to women-owned businesses increased by more than 66 percent over fiscal year 2004. According to Manger, Region II loans have more than doubled in each loan category over the past three years, and have resulted in the created or retention of more than 60,000 jobs in the region.

Bank of America #1-NJ

Bank of America was named the U.S. Small Business Administration's New Jersey District Office top SBA lender in 2005. During fiscal year 2005, Bank of America approved more than \$22 million in small business loans to 577 New Jersey companies. For its effort, Bank of America received the SBA's Diamond Award.

Bank of America also received *District Director Awards* for being the number one provider of SBA international trade loans, approving 23 such loans for \$1.4 million; and for being the number one lender in veteran-owned business loans, approving 30 veteran business loans for \$814,300.

During fiscal year 2005, New Jersey small business owners received a record 3,687 loans for \$707 million.



Above: Hector A. DaCosta, Bank of America's vice president of government lending (center) accepts the bank's award from SBA Regional Administrator William Manger Jr. (right) and SBA New Jersey District Director James A. Kocsi (left).

SBA Management Visits New Orleans

Senior management from the SBA's Washington, SDC headquarters and field offices throughout the nation visited New Orleans, LA, weeks after Hurricanes Katrina and Rita ravaged the area. The SBA held its annual Field Management Meeting in New Orleans to view first-hand the destruction of homes and businesses and visit the SBA's on-site disaster operations. Following the meeting, SBA managers sent Letters to the Editor calling for small businesses to be part of the rebuilding process in New Orleans and other hurricane-stricken areas.

Syracuse Recognizes Resource Partners

The SBA Syracuse Office recently conducted its seventh Annual Resource Partners Meeting for member of the Service Corps of Retired Executives, small business development centers and women's business centers. The Women's Business Center of New York State hosted the day-long meeting at the Radisson Centre in Utica.

Regional Administrator William Manger and District Director Bernard Paprocki highlighted the outstanding efforts of the Syracuse SCORE Chapter and Watertown Small Business Development Center. Both organizations had significant increases in counseling and training last fiscal year. The Watertown SBDC saw an 11 percent increase over fiscal year 2004 with 2,512 individuals trained or counseled. Syracuse SCORE volunteers counseled and trained 1,141 clients – a 73 percent increase over FY 2004.



Eric Constance, Watertown SBDC director (center) accepts an award for outstanding client effort from SBA's Syracuse District Director Bernard J. Paprocki and Regional Administrator William Manger.

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SBA Syracuse District Director Bernard J. Paprocki (left) & SBA Regional Administrator William Manger (right) present award to Syracuse SCORE Chapter Chairman Paul Andreoli.

Record-Setting Year for PR/USVI District

The Puerto and U.S. Virgin Islands District Office closed fiscal year 2005 with a record-breaking 1,373 loans to small businesses, helping create and/or retain more than 5,000 jobs. Loan volume in 2005 rose 15.2 percent from the 1,192 loans provided during the previous fiscal year, representing the highest number of loans dating back to 1993. Also, dollar value in fiscal year 2005 increased 7.6 percent to \$164.2 million from \$153 million in FY 2004. Of the total loans provided, the SBA backed 1,297 loans under its 7(a) Loan Guaranty Program for a total of \$139.1 million and 76 loans for \$25.1 million under the agency's Certified Development Company Program.

Buffalo District Sets New Lending Record

The Buffalo District Office set new lending records for both the number of loans and dollar value approved. The Buffalo District, including its Rochester office, made 1,837 loans in fiscal year 2005, representing a 150 percent increase in loan approvals over fiscal year 2004 when 731 loans were made. The Buffalo office alone saw an increase of 125 percent to 937 loans, while the Rochester Office increased lending by nearly 200 percent for a total of 862 loans. The district also set a record in 504 loans with 50 loans made in fiscal year 2005.

Buffalo District Director Franklin Sciortino said that his office facilitated in the infusion of \$222 million of capital in western New York's struggling economy. This represents a 150 percent increase over fiscal year 2004. Both the Buffalo and Rochester offices independently hit their

highest volumes ever at \$124 million and \$98 million respectively. Sciortino added that as a result of the Buffalo district's financing, 7,100 jobs were created and/or retained in the areas served by the Buffalo and Rochester offices.

New York District Sets Historic Records

The New York District Office ended fiscal year 2005 approving more loans than at any other time in its history. The office made 4,740 loans totaling \$621,332,500. This represents a 42 percent increase in loan numbers and a 35 percent increase in loan dollars over fiscal year 2004.

The New York Office set new records and ranked number one in the nation in many lending categories in fiscal year 2005. These include: number one in the nation in total 7(a) loans and loans to start-up companies; number one office in SBAExpress loans; and number one office in loans to women and microloans. The office set new records in lending to women, Hispanic-Americans, African-Americans and Asian-Americans.

PR/USVI District Director Honored

Recently, the Puerto Rico House of Representatives honored District Director Carmen A. Culpeper for her achievements and contributions to Puerto Rico in the private- and public-sectors, during an event celebrated to recognize professional women and women entrepreneurs from various industry sectors.



Inside Region 2

Above: PR&USVI District Director Carmen A. Culpeper (center) flanked by Puerto Rico House representatives as she receives her award.

Staten Island WBC Holds First Women's Business Conference

The SBA's Business Outreach Center/Women's Business Center satellite office, a program of the West Brighton Local Development Corporation, recently held its first conference for Staten Island women business owners. Entitled "The 21st Century Business Woman Conference," the luncheon featured a keynote address by Anne Sutherland Fuchs, chairperson for the New York City Commission on Women's Issues. The program was attended by more than 100 women.



Participants at the 21st Century Woman Business Conference (pictured l to r) Frank Dito, SBA; Linda Baran, SI Chamber of Commerce; JoAnn Regan, Brooklyn Outreach Center; New York Regional Administrator Bill Manger; Susan Meeker; West Brighton Local Development Corporation; Herbert Austin, SBA; and Minerva Dejesus, SBA.

SBA Syracuse Hosts Veterans Workshop

Over 70 Veterans recently attended a Small Business Resources Information Day hosted by the SBA at the American Legion in Horseheads, NY. Speakers included Syracuse District Director BJ Paprocki and New York State Assemblyman Thomas O'Mara, among others.

In addition to business development sessions, veterans had the opportunity to talk to representatives from the VA Medical Center, Broome County Veteran's Service Agency, Chemung County Department of Veterans Affairs, Disabled

American Veterans, Chapter No. 13, Workforce New York, New York State Division of Veterans Affairs, Department of Labor and the New York State Education Department Office of Vocational and Educational Services.



Above: Attendees at the Small Business Resources Information Day in Horseheads, NY.

Upcoming Events

Buffalo: The **10th Annual Straight Talk Conference/Seminar** is scheduled for Saturday, **January 21** at the Buffalo Niagara Convention Center. This is the district's flagship event which reaches out to dynamic markets and involves a collaboration between the district and its resource partners, including numerous faith-based and community groups. The Straight Talk Series commences in February and ends in April 2006. These eight, free seminars upgrade basic information and provide networking opportunities to the participants...The next meeting of the Buffalo **District Advisory Council** is scheduled for Wednesday, **April 12, 2006** at 10:00 a.m...On Wednesday, **May 10, 2006**, the Buffalo District Office in conjunction with SCORE and *Buffalo Business First* newspaper, will host a Small Business Week Luncheon and Expo at the Buffalo Niagara Convention Center. The event will feature seminars, displays, and an all-day Matchmaking event along with a luncheon and awards ceremony. For more information on these events, please call (716)551-4301...The **Rochester Branch Office** is expected to move into consolidated quarters at the Rochester Federal Office Building in early winter.

New York: The New York District Office is offering a free, **Business Leadership Workshop Series** to help small business owners learn about business development resources available to them. The program is a series of one-evening seminars sponsored by the SBA and Nassau County. The six workshops will be held from **December 1, 2005** to **February 7, 2006** from 6:00 p.m. to 8:00 p.m. at the Freeport Memorial Library, 144 West Merrick Rd., Freeport, Long Island. For more information and to register call 516-571-6174 or Joe Farber at 631-454-0750.

News from Washington

SBA Hurricane Loans Top \$710 Million

SBA disaster assistance loans in the Gulf Coast area ravaged by hurricanes this year passed the \$710 million mark, with loans now being approved at the rate of \$26.4 million a day. Through November 21, the SBA approved more than 10,200 long-term disaster recovery loans for homeowners, renters and businesses, for a total of \$710.6 million.

"This year's catastrophic hurricanes left a disaster area extending to an area the size of Great Britain," SBA Administrator Hector Barreto said. "Nearly 250,000 people were displaced to locations in all 50 states; more than 200,000 homes were destroyed and another 45,000 are unlivable; of the 190,000 small businesses in Louisiana, about 81,000 are eligible for federal assistance."

The agency has launched an effort to quickly put cash in the hands of small businesses in the affected areas through the GO Loans Program, which allows SBA lenders to make SBA-guaranteed loans of up to \$150,000 to small businesses that need cash for working capital more quickly than the Disaster Loan Program is designed to provide. SBA can deliver a response for a GO Loan in 24 hours or less.

The agency has asked bankers across the lending community to provide six-month volunteers to serve as temporary government employees to help process disaster loans through the "Give a Lending Hand" initiative <http://www.sba.gov/news/05-65-Give-a-Lending-Hand.pdf>

The SBA has also provided 12-month loan deferments on SBA loans to businesses in the disaster areas, and urged private lenders to offer similar relief on SBA-backed loans in their portfolios. For more information about the SBA's disaster assistance loan programs, visit the SBA Web site at http://www.sba.gov/disaster_recov/index.html.

Inside Region II

**William Manger, Jr., Regional Administrator
Region II**

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Regional Communications Director**

Copies of Inside Region II are distributed free of charge to SBA resource partners, service providers, small business owners and other advocates of small business. To request additional copies, or to be added to our mailing list, please contact Diana Parra at diana.parra@sba.gov.